



Wakefern Food Corporation
1996 RJR Private Label Program
WORTH

- Off Invoice Change
 - Option to change from current \$ 1.20/carton to \$ 2.00/carton
 - Accrual fund reduced to \$.30/carton (from \$.80/carton)
 - » Allows ability to be more competitive at retail
 - » Enhances ability to reduce retail pricing (State Fair Trade Prices determined by off invoice allowances)
 - » Accrual fund still available for "buy downs"



Wakefern Food Corporation
1996 RJR Private Label Program
WORTH

- Share of Savings Category Bonus Program
 - Payment of \$.01 per carton on share of savings (includes DORAL, and MONARCH cartons in calculation only)
 - Payment made semi annually for all cartons of WORTH shipped to stores.
 - 1995 RJR Share of Savings in Wakefern: 44%
 - » Payout on all cartons of WORTH: \$.44